

eyes
and
ears of

Walt  Disney World®

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PREPARED BY AND FOR THE EMPLOYEES OF WALT DISNEY WORLD

APRIL 1, 1977

Cast of the Big Time Spenders

In your mind's eye, try conjuring up a picture of what you would term a "big time spender." Most people drift into the ageless effigy of an older man with a paunch straining the buttons over his belt, shocks of white hair poking out from under a velvet top hat, neatly pressed tuxedo cape draped over his broad shoulders, leaning forward in his Silver Cloud Rolls Royce with a huge cigar clutched firmly in his teeth, while a smartly dressed chauffeur lights the aromatic roll of tobacco leaves with a five dollar bill. In the business world, his hands manipulate several million dollars each year.

But there's another type of big time spender, a type that manipulates many, many millions of dollars in the business world, and all from behind an ordinary Steelcase desk and plain white telephone receiver, set deep in the heart of the Casting Building. And it's not just one big time spender, but a whole department full! In fact, 22 to be exact, and collectively they are responsible for ultimately spending some \$75 to \$100 million a year!

The sign over their inconspicuous door reads: **Purchasing Department**, and that's just what they do . . . they purchase. And do they ever!

We visited with **Howard Roland**, Vice President of Construction Contract Administration & Purchasing, and Purchasing Department Manager **Paul Mulee**, for a look at the inner workings of a staff responsible for so much cash flow.

"Very basically," Howard began, "our Buyers serve every department at Walt Disney World by providing each with the materials, equipment, and outside services that they require to function here."

"And that includes everything from maintenance repairs, operating supplies, capital equipment, contracted services and construction services to food and beverages," Paul added.

In fact, the only item they do not purchase is assorted merchandise for resale in our Disney merchandise shops and locations.

"The exact amount varies," Paul continued, "but we average \$75 million a year

in maintenance repairs, operating supplies and food and beverage along!"

As you read this story, look around you. Everything in sight had to be purchased at one time or another. Although possibly assembled here, the raw materials came from elsewhere. Let's just take the breakroom you're probably sitting in right now:

The breakroom's walls didn't just appear, they were built. And the Purchasing Department secured the nails, screws, hammers, structural lumber, steel braces, electrical wiring, electrical fixtures, pipes, plumbing fixtures, wall boards, foundation concrete, paint, wallpaper, carpet, and the chair you're sitting on . . . not to mention they negotiated the contract for a construction company to build the breakroom.

And going one step further, they even purchased the huge printing presses to produce this copy of **EYES & EARS!**

It's a complicated and highly sophisticated system used in purchasing items for Walt Disney World. In most cases, it begins with a simple form . . . a Purchasing Requisition . . . which is submitted to the department when some item or commodity is desired. The form is given to one of 22 Buyers who make up the backbone of the Purchasing Department.

Each Buyer is responsible for specific items, such as Senior Buyer **Paul Terry**, who's job encompasses purchases of acids, cement, chemicals, fertilizers, garden and nursery plants, janitorial supplies, lubricants, paints & lacquers, plastics, sand aggregates, soaps, cleaners, sweepers, and wallpaper. Any item you can possibly imagine has been catalogued and assigned to one of the Buyers.

"But a Buyer does more than just purchase items," both Howard and Paul pointed out. "They research the market for several suppliers of a desired item, then choose the best. The Buyer will negotiate the price, terms, quality level, transportation, and final delivery."

Yet, that's only half the picture we learned. The Buyers also constantly search the market place for new products and



Purchasing food items is a full-time job for (l-r) **Melenda Spencer, David Zuckerman, Lynn Stogsdill and Alan Stebbins**. Located in offices at Central Foods Facility, they handle everything from hot dogs to prime ribs to making sure we have plenty of frozen bananas on hand, which our guests last year consumed 1,200,000 of. At the Luau alone, they have to make sure the cooking staff has at least 1,000 pineapple halves every night!

First CANCUN Trip Termed "Fantastic" . . . Second Offers You The Chance To Agree!



Over 1,000 years ago, Mayan kings vacationed on Cancun . . . an almost forgotten island of unspoiled beaches perched on the Mexican Caribbean.

Today, Walt Disney World cast members and families can enjoy the same sun and sandy beaches, as well as explore the mysterious and remarkable ruins of that same Mayan civilization!

All of this is possible when you escape to Cancun, Mexico, for five fabulous days and four-nights with the Magic Kingdom Club.

Let's see . . . round-trip air transportation from Orlando to beautiful Cancun, four-nights at the incredible **Hotel Aristos** with rooms facing the crystal blue Caribbean, choice of sightseeing to **Chichen-Itza** ruins or **Tulum** ruins, swimming at **Akumal**, all tips and taxes . . . a trip like that would have to cost over \$400 a person!

Wrong. When you escape to Cancun with the Magic Kingdom Club, your entire trip is just **\$238 per person**, double occupancy! Now that's a price you just can't beat.



We looked back several months to December 10, 1976, when many of our fellow cast members joined other adventuresome Central Floridians in the Magic Kingdom Club's first international tour; from the light brown sand of Orange County, Florida, to the crystal white sand beaches of Cancun, Mexico!

Cathy Crawford of Administration, **Paul Wallace** of Conventional Sales, **Leroy Fisher** of Entertainment, **John Stambaugh** of Foods, **Fred Threadgill** of Personnel Services and **Delores DeCaprio** of Finance were among the travelers who termed their trip "absolutely fantastic!"



When not swimming or sunning, many of the Cancun vacationers were sailing the Caribbean . . . playing exciting games of golf and tennis . . . or just browsing through local markets, bargaining for native Mayan clothes, jewelry and artifacts. Then it was on to the incredible Mayan ruins for a slice right out of the history books!



THIS TUESDAY IS THE ABSOLUTE DEADLINE . . . HURRY!

This fabulous trip will depart **May 5th** and return **May 9th**. We've been advertising it for several weeks now, and the latest report from the Walt Disney Travel Company is that there are still some seats on the airplane available!

So this is your **last opportunity** to visit the otherside of the country, thousands of miles away, for the low price of \$238! Due to Civil Aeronautics Board regulations which allow a charter flight with these low prices, you must get the **full amount** to the Walt Disney Travel Company by 5:30 pm this Tuesday, April 5th.

For reservations and information, please call the Travel Company at 828-2183. And get set for the time of your life!

techniques, new suppliers, the development and implementation of new cost-saving methods, improved quality in products we buy, in short . . . to provide the very best product possible at the lowest cost to the Company.

And assisting the Buyers are several Expeditors, who's job is to follow up with vendors, making sure the materials ordered arrive when promised and in the volume contracted for.

Howard sat back as he recounted one adventure a couple of Buyers got into. "Sometime back, we needed some additional buses in our guest transportation system. And the request came to us to locate and buy five of the Twin Coach type buses, because research and experience proved that they were the best configuration for our purposes. The only hitch was . . . the Twin Coach Company had stopped manufacturing the type bus we wanted."

Paul continued, "After looking all over the country . . . shopping by telephone, so to speak . . . we found four of the Twin Coaches going on sale in a public auction in Ft. Wayne, Indiana. So, along with **Gene Carr** of Transportation Maintenance, we flew to Ft. Wayne to inspect them. And they were in excellent condition, with an average of only 30,000 miles of use on each one."

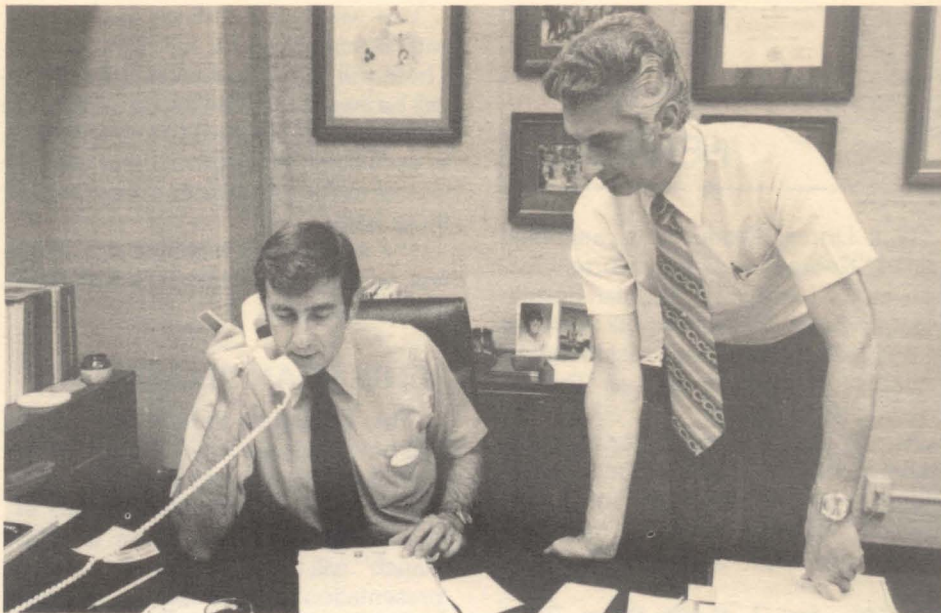
Howard went on to explain, "Due to it being a government sponsored auction, we couldn't buy them outright, sealed bids had to be made. So, Paul called me that afternoon and we discussed how high we should bid. In the end, we got all four for around \$14,000 each . . . buses that were as good as new, and brand new would have cost us \$40,000 apiece!"

But the Purchasing Department's near fetish on saving money wasn't over yet. That evening, after the contracts were signed, Howard called on two Operations Division folks . . . **Wayne Van De Walker** and **Luke Lukavic** . . . for help. They flew up that night, met with Paul and Gene, and caravan style, drove the four buses back to Walt Disney World, saving the Company over \$5,000 in moving expenses!

Looking back at all the Purchasing Department does at Walt Disney World, they really are the . . . *Cast Of The Big Time Spenders*.



Using a gigantic Rolodex Filing System, Senior Buyer **Chuck Pennington** has no trouble locating a specific order form.



Responsible for a department that purchases between \$75 and \$100 million at Walt Disney World are (sitting) **Howard Roland** and (standing) **Paul Mulee**.



With offices in the Casting Building, part of the Purchasing Department staff includes (sitting, l-r) **Barbara Gagne, June Anderson**, (middle row) **Will Fries, Sally Carruthers, Al Ross, Kevin Smith, Chuck Pennington**, (back row) **Paul Terry, Debbie Holland, Bob Croud, Bud Warner, Art Adler and Leon Pickens**.



Purchasing Department staff in the Casting Building includes (front row, l-r) **Jan Murphy, Madge Madison, Jo Ann Davis, Matt Thursam**, (back row) **Lew Warren, Bob Bogan, Herb Wells, Roger Hansen and Terry Hampton**.

GOLF RESERVATIONS

In the past, if you or your friends wanted to set a reservation to play golf at any of our three courses, you had to call the Golf Resort and a PBX operator would connect you to the Reservations Office.

Effective today, anyone desiring a reservation to play on the Palm, Magnolia or Lake Buena Vista courses must call **824-3625** to reach **Golf Reservations Office**. The office, still located in the Golf Resort, is on a new Direct Inward Dialing (DID) system and cannot be reached through the PBX switchboard.

NEW DEPARTMENT

Operations Division Vice President **Bob Matheison** announced recently the formation of a new department at Walt Disney World.

Effective immediately, the Safety and Fire Prevention Departments will be consolidated into a single unit. All of the existing responsibilities of Safety and Fire Prevention will continue in this new department, to be known as **Safety Inspection**.

Bill Cullity will become Manager of the Safety Inspection Department, and will report directly to **Phil Smith**, Vice President of Legal.



To The Cast:

Thanks to all of you for the expressions of kindness and the flowers that were sent to my family during our recent bereavement.

T. V. Lundy Family

To The Cast:

When you are in a hospital room, nothing is greater than to see the nurse walk through the door with a beautiful bouquet of flowers.

Your flowers have made my day brighter.

Brenda Wilson
Facilities Training

To The Cast:

Thank you so much for the beautiful flowers while I was in the hospital. Your thoughtfulness is greatly appreciated.

Cathy Cano



CHARACTERS SPOTTED ON RADAR

Big ol' Mr. Easter Bunny and his pals Chip 'n Dale, Brer Fox and Brer Bear have been spotted by the North American Defense Command, located in Colorado Springs, Colorado, according to informed sources. Using sophisticated ground radar systems, NORAD reports them crossing Wyoming heading in a South-Eastern direction . . . and loaded down with Easter Eggs!

By cross-plotting their route, NORAD has determined that their destination is **Little Lake Bryan** at Walt Disney World. And all cast members with children are invited to greet them on their arrival and participate in an **Easter Egg Hunt!**

The group is reported at this time to be making good progress despite Wyoming's high winds, attacks by the rare Western Jackaloups, and "hot-dog" skiers. We'll follow their progress through reports from NORAD and give you up-to-the-minute data in next week's **EYES & EARS**. Remember the date . . . **April 10th** at 9:30 am at Little Lake Bryan. We're betting the Easter Bunny will make it . . . will you?



The **Sarasota Hyatt House** is offering special rates for Walt Disney World employees and their families. The discounted nightly rate will be **\$20 single or double occupancy** with a minimum of two nights' stay. You must make reservations one week in advance, and reservations are subject to availability. The resort has swimming pools and tennis courts on site, children 18 and under staying in the same room with the parents are free. Call 813-366-9000 for reservations . . . and ask for the "birth-day rate."

HOLIDAY FUN SET FOR MAGIC KINGDOM DURING EASTER

An exciting Easter season featuring fireworks, an old-fashioned Easter parade, special entertainment and extended Magic Kingdom operating hours is awaiting our guests April 2 through 16.

Popular rock group, **Bo Donaldson and the Heywoods** will present three shows nightly in Tomorrowland from **April 2** through **9**. Blues artist **Dion** will perform in the Magic Kingdom from April 10 through 16.

This year's **Easter Sunday Parade** will begin at 3 pm on Main Street. The old-fashioned promenade will feature antique cars, colorful floats, bands and our characters in their Easter finery.

Other special entertainment at Easter includes the **Kids of the Kingdom**, **Michael and his Iseberg Machine**, **Class of '27**, **Nick Russo and Gabriel's Brass** and the **Banjo Kings**.

"Fantasy in the Sky" fireworks will be presented at 10 pm throughout the holiday period.

The Magic Kingdom is now open daily from 9 am until 9 pm and every Saturday until midnight.

For the Easter vacation period, Magic Kingdom hours will be 8 am to midnight from **April 4** through **15** and 9 am to 9 pm from **April 17** to **22** for the thousands of family vacationers and college students who traditionally visit Florida at this time.

EASTER ENTERTAINMENT SCHEDULE

April 2 thru 9	Bo Donaldson & the Heywoods Performing on Space Stage 8 pm, 10:10 pm, 11:30 pm
April 10	"The Old-Fashioned Easter Promenade" parade followed with "Easter Sunday in the Park" Performing at 3 pm ("Easter in Park" follows in Frontierland Meadow)
April 10 thru 16	Dion Performing on Space Stage 8 pm, 10:10 pm, 11:30 pm

CAST ACTIVITIES TICKET CENTER

Cast Activities currently has tickets available to the following Central Florida events:

- **Parliament Funkadelic** - Sunday, April 3 — Lakeland Arena, 8 pm, \$6 general admission
- **America** - Saturday, April 9 — Lakeland Arena, 8 pm, \$6 general admission
- **Grateful Dead** - Friday, April 15 — Lakeland Arena, 6:30 pm, \$6 for adults, \$3 age 12 and under

Cast Activities announced this week their upcoming **Baking Bonanza**, just for you! Set for **May 14**, you may enter any of the eight categories:

- Decorated cakes
- Homemade breads (rolls, loaves of bread, danish)
- Cookies, candies
- Homemade cakes
- Pies
- Fancy pastries
- Preserves, jellies
- Crazy Category

The entry fee is only \$2, with the deadline to enter set for **Friday, April 22**. Entry forms may be picked up at Cast Activities and their satellite offices throughout Walt Disney World.

The Baking Bonanza will include prizes in all categories, baking demonstrations by the judges, and a bake sale of your products.

Please read the **April** issue of the **Mail Home EYES & EARS** for more details.

SOLAR BEAR HUNT

April marks the beginning of the annual **Solar Bear Hunt**. Now what is a solar bear, you may be asking? He's your average Central Floridian who during the summer months becomes a Lakeland ice hockey player for the Solar Bears!

Plans are now being finalized for three separate teams. Interested Solar Bears are asked to have all of your equipment by June 1st, or get in contact with the head Solar Bear. For further information, please contact **Rob Bayley**, c/o Rollins College, Box 1214, Winter Park, Florida, 32789. All Disney cast members have been invited to participate.



SPORTS

By: Thom Murphy, EYES & EARS Area Reporter

In the **Ladies League** play, Theme Park Maintenance outlasted the Mets by a 14-8 score, and the Jippers rode to a 15-0 rout over Fort Wilderness.

In **Tuesday** action, Finance short-changed Vista Telephone 10-5, Cast Activities out-ran Marketing 11-5, the Reapers just did out score Crystal Palace 10-9, the Fubars poisoned Salmonella 14-11, Theme Park Merchandise scored six big runs in the bottom of the seventh to defeat The Village 16-15, and Employee Relations just squeezed by a tough Contemporary team 9-6.

Wednesday league softball saw the Custodial Stars using their tremendous strength to overwhelm Transportation 30-2, Liberty Square shot down Fort Wilderness 15-7, and the Superballers prevailed over LBV Communities 10-5.

In final **Thursday** evening play, it was Bordens jumping over Reedy Creek by 26-1, Theme Park Maintenance shutting down Theme Park Stock 20-0, and in a very close contest, Pinocchios out-nosed Space Mountain by 7-4.

All **softball team captains** are reminded again that entry cards are now available at Cast Activities so that you may enter all of your Hourly players in the drawing to be held **April 28th**, the outcome of which will be the Hourly team in the upcoming **Hourly/Exec Softball Classic**.

Incidentally, the date for this big annual event at Walt Disney World has been moved to **Wednesday, June 29th**, with June 30th held in reserve as a rain-date. Your Cast Activities Calendar lists June 6th as the day, so please **change it** accordingly.

PING PONG TOURNAMENT

The deadline for signing up for Cast Activities' **Spring Singles Ping Pong Tournament** is 5 pm on Saturday, April 9. The tournament will include an intermediate and advanced divisions.

CAST BOWLING

Cast Activities is taking the names of all cast members and their families who are interested in joining a new bowling league forming in Kissimmee to play at the soon-to-open **Kissimmee Bowling Lanes**. The **Summer League** will begin play the first week of June.

Please contact Cast Activities at extension 4254 with the following information: Name, unofficial average, work location, work extension, home phone number, best of following nights to play (Monday through Saturday), whether you'd rather play at night (6:30 pm to 9 pm) or day (9 am to 11 am), your second choice, and whether you'd like to take bowling lessons.

ADVANCED LIFESAVING COURSE OFFERED

The next American Red Cross **Advanced Lifesaving** course will begin Monday, April 4, at the Contemporary Resort adult swimming pool. The class will be held Monday through Thursday, beginning at 7:30 am. All cast members and their immediate families are eligible to attend this course, from April 4 through 28.

Participants must pass a swimming test April 4 to enter the course. It will include: 500-yard continuous swim, treading water for one minute, and standard front dive to eight feet deep and 20 feet of underwater swim. For more information, call **Duncan** at Cast Activities, extension 4254.

WATER SAFETY INSTRUCTORS NEEDED

All Walt Disney World cast members and their dependents who hold a current American Red Cross Advanced Lifesaving Certificate are eligible to participate in the upcoming **Water Safety Instructor** course.

The course will be held at the Contemporary Resort adult swimming pool April 4 through 28, with sessions lasting from 7 am to 9 am Monday through Thursday of each week. Participants successfully completing the course will receive a W.S.I. certification through the Central Florida Chapter of the American Red Cross.

DOG OBEDIENCE CLASS SOON

A new series of our popular **Dog Obedience Classes** are set to begin **Thursday, April 7**. This first meeting, at 7 pm in the Cast Activities Lounge, is for **people only** . . . please don't bring your pets until the following meeting, set for Thursday, April 14.

The class will be a 10-week session, meeting Thursday evenings in The Center's parking lot. The cost is \$10 per couple (owner and pupil). Your pet must be at least three months old to register.



Walt Disney Productions' animated tale of "Robin Hood" is the current feature at Cast Activities' popular **Family Film Festival**. Tickets are still available at Cast Activities **free** to all cast members and their immediate families. The remaining showings are:

Saturday, Apr. 2 - Pacific Room, 1 pm
 Sunday, Apr. 3 - Pacific Room, 7 pm
 Monday, Apr. 4 - Pacific Room, 7 pm
 Tuesday, Apr. 5 - Pacific Room, 7 pm
 Wednesday, Apr. 6 - Pacific Room, 7 pm

Thursday, Apr. 7 - Pacific Room, 7 pm
 Friday, Apr. 8 - Pacific Room, 7 pm

The Pacific Room is located on the 2nd floor of the Contemporary Resort.



DIVE CLUB

The past few weekends have seen the **Dive Club** getting wet, with trips to Boynton Beach and Fort Pierce. An added highlight included lobsters being caught by the divers.

Don't forget to get your name listed in the **Diver's Directory**. Just call Cast Activities at extension 4254 and leave your name, address, work and home telephone numbers, work shift, days off, and type of diving you prefer.

The next Dive Club meeting will be **April 12** at 7:30 pm at **Rossi's Pizza** on the South Orange Blossom Trail in Orlando. Everyone is invited.

GOLF ASSOCIATION TOURNAMENT SET

The next **Golf Association Tournament** will be held **Sunday morning, April 24**, at the **Cypress Creek Country Club**. The entry fee is \$15, payable upon signing up at Cast Activities.

All sign-ups will begin Monday, April 11, with a deadline set for 5 pm on Tuesday, April 19. Select your own tee time when you sign up, and you may register individually or as a group. Tee times last from 8:02 to 11 am.

This will be a handicap tournament, with flights set up for handicap groups. There will also be a Ladies flight. Prizes will be awarded to the low gross score in each flight, and to the four low net scores in each flight. In addition, there will be a closest to the pin winner on all four par three holes.

The tournament is limited to 100 golfers, so sign ups will be on a first come, first served basis.

CHRISTIAN FELLOWSHIP

The **Christian Fellowship** group will hold their next meeting on Tuesday, April 12, at 6 pm in the Cast Activities Lounge. **John Von Mutius** of the "Edgewood Park Boys & Girls Ranch" will be a guest speaker, with a presentation on the Ranch. All cast members and their families are invited to attend.

SPORTSMAN'S ASSOCIATION

The **Sportsman's Association** campers returned last weekend from a great outing at the "Camptown Resort." Roast pig was the main dish for the covered dish Saturday night meal, and was cooked by the campers themselves over an open spit. All report that it was tender and super delicious, and complimented by the casseroles, salads and desserts the other members brought. The weather was fantastic, fishing not bad, and swimming, hiking and general fun was enjoyed by all!

The next meeting of the Sportsman's Association will be **Wednesday, April 13**, at 5:30 pm in the Stage Door Cafe, 1st floor of The Center. Everyone is invited . . . and remember, your 1977 membership fees are due.

Upcoming events include a fishing tournament at Lake Mabel on April 16, a fish fry in April, and more campouts in May and September. This will be a planning meeting, so all members are asked to attend.



'70 Chev Impala, blue, 4-door, runs good. Call Barry at 293-2714.

'65 Willys CJ5 Jeep. Excellent running condition. 671-0020.

Camper Van, 1973 VW bus, w/refrig., sink, & double bed. Clean, low mileage car, exc. cond. 21 mpg. \$3650. Call evenings 851-4489.

'75 Nifty Nova. 6 cyl., PS, PB, AC, 24,300 miles, 2 new tires, metallic brown, \$1200 & take over payments. Call 351-2750 anytime.

'74 Sportster-chopped, 12" girder, hard tail frame, \$2,000. 896-3358.

'76 380 Suzuki. In good cond., helmets included also rack. \$850 firm. 847-7851 (Kiss.)

'68 Plymouth GTX, original owner, super shape. Many extras. \$1200. 645-1529.

Moped-DLX model-5 months old. Up to 150 mpg. No license, no helmet or insurance required. Call 299-6352 after 5 pm.

'74 750 Honda. Exc. condition. Like New. 277-6211. \$1600. Many extras added for better driving.

'70 Dodge Cornett. Best offer call 855-3927.

'68 Dodge Monaco. Full power, 4-door, runs well, looks good. \$400. Call 273-3521 or 898-2464.

'69 Toyota, radio, new tires, 4-speed. 65,000 miles. \$600 or best offer. 423-1041.

'75 GMC Van. PS, V-8, 25,000 miles, many extras. \$4,500 firm. Call John after 6 pm. 855-4472.

'72 Plymouth Scamp, 2 door hardtop/auto., AC, PS, R&H. Gold w/white vinyl top. 36,700 miles/18-20 mpg. Immaculate. \$2,295. 645-2961.

'68 Bethany fold down camper. Sleeps 8, dinette, sink, stove & ice box. \$950. 859-9598 after 4.

'68 Aztec fiberglass boat. 18' w/80 h.p. Johnson & Rocket trailer. \$1,050. 859-9598 after 4.

'73 Reinell 15' Bowrider. 1974 Mercury 85 h.p. w/power trim. Tilt trailer w/oversize tires. 422-4914 after 5.

Stereo component system - AM/FM, turntable, tape deck, two speakers. Electrophonic \$50. Good cond. Leave message at 295-5823.

Pull string type gas lawn mower. Good working order \$20. Range, white excellent working order. \$50. Leave message at 295-5823.

Great Dane puppies, Harlequins, AKC, really nice. \$100-\$150. 275-6266.

Wanted to buy: Skirting for mobile homes. 12x60 & 12x65. Call evenings 813-422-5400.

Wanted: '69-'73 Ford or Chevy pick-up truck short wheel base. Good cond. Call 348-5657.

Couch, matching chair, 2 end tables and coffee table w/plate glass tops. \$100. Double bed complete. \$25. 896-6640 after 6 pm.

African Pigmy Goats - male-\$25; female-\$50. Contact Bud Dillner at Tri-Circle D Ranch, ext. 4839, every day except Tues./Wed.

Guitar lessons: Call 275-1209 after 4 pm.

Chain link fence 97' including corner post uprights and top rails. \$100. Shirley at 859-5464.

Kingsize water bed w/frame and mattress, excellent cond. \$20. Call evenings 671-1796.

Books - 100 National Geographic, 50 assorted hard backs \$15 takes all. 851-0879 after 5 pm.

eyes and ears of Walt Disney World

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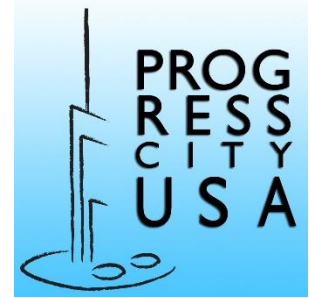
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